

Hi Elias from the team at DeLuxe RV Group



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Welcome to the April issue of the Deluxe RV Group Newsletter!

April must be one of my favourite months of the year. Hot days are long gone, mornings are nice and crisp, nights are getting colder, and the days can be still beautiful and warm. It's the start of a new season and that comes with lots of planning for autumn and winter trips and the excitement of the first snow-capped mountains.

I hope that all of you had a great long Easter weekend and made the most of the public holiday. The Smith family ventured to Nelson to enjoy an activity rich family weekend camping at Tahuna Beach Holiday Park before Gary, Daryl and Brett will visit the Pilote factory in France at the end of the month.

The team at Deluxe has been busy filling up the yard with stock and we are excited to have an assortment of brand-new Bailey Caravans available for the first time since 2021.

Enjoy the read and as always please feel free to share your adventures and thoughts with me!!!

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## Deluxe RV Group News



The team has returned from the Auckland Motorhome Show and we are already preparing for our next show in Christchurch on the 20th and 21st May 2023.

Gary, Daryl, and Brett are flying to France via Japan at the end of the week to visit the Pilote factory for the first time since Covid and the whole team is excited to see how the trip turns out as well as looking forward to the guys sharing their adventure.

We have also been working on preparing stock for the yard and currently have over 50 vehicles on display. This is by far the most RVs for sale on our yard since 2021. Matt and I enjoy having a variety of motorhomes and caravans available to view and our customers simply love physically looking at the product. It looks like the industry is returning to pre-covid conditions and we are closely following the development.

Brett and I finally managed to get away from the office for a full day shooting some operational videos with our videographer Jared. I am planning on making them available to you via the website as soon as possible and hope to develop the resource further in the future. Watch this space!!!

We have also updated our website with a more modern look and are proud of how it turned out. Feel free to click on the link below, check it out and let us know what you think!!!

<https://www.deluxegroup.co.nz/>





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## COVI Motorhome, Caravan and Outdoor SuperShow Review



After last year's cancellation the anticipation for the Covi Motorhome, Caravan and Outdoor SuperShow was nearly killing us. We are always keen to exhibit,

catch up with other dealers and meet our customers however we didn't really know what to expect this year.

The past three years have been incredibly busy and successful for the industry, and we were starting to notice a change in tides at the end of 2022. The North Island had also been hit by multiple severe and destructive weather events and we were unsure how those would impact the industry.

As usual the organisers of the show did a great job in planning the event meticulously and setting up the stand proved to be relatively straight forward. We were showcasing our much-loved Pilote and Le Voyageur motorhomes throughout the weekend and the guys had fun meeting new customers as well as catching up with existing ones.

In comparison to 2021 the event seemed to attract less visitors and the main interest of potential buyers was focused on our high end Le Voyageur Motorhomes. This enabled people to have a little more space as well as time to have a detailed look at the vehicles and gave us the opportunity to talk to customers for longer than usual.

All in all, we enjoyed the show weekend and are very happy to be back at the ASB Showgrounds. We hope you did too!!!



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**Great Weekend Destinations: Westcoast Region**



Last month we explored Nelson and this month we are moving 220 km southwest to the West Coast Region.

Often described as an "untamed natural wilderness" the West Coast of New Zealand's South Island is incredibly beautiful and one could stay for months exploring the wilderness and beauty whilst never running out of new and exciting adventures.

I have picked a few weekend destinations however feel free to click on the link and explore further options.

<https://westcoast.co.nz>

*"You can expect things to be different on the West Coast – more real, bigger, much greater than you thought. From the highest of mountains, stunning coastal scenery to abundant rainforests and absolutely everything in between. The world's most accessible glaciers, a UNESCO Heritage area, natural arches big enough to park a truck in, New Zealand's West Coast has so much to offer.*

*Be prepared to be astounded! This is New Zealand's West Coast.*

*This is the Untamed, Natural, Wilderness."*



## "DISCOVER NEW ZEALAND'S MOST DIVERSE LANDSCAPE

Glacier Country is a unique area where you can enjoy the freedom to explore New Zealand's most diverse, unaltered natural landscapes - from the mountains and glaciers to the sea - and to immerse yourself in pure nature.

The Glacier Country region stretches from Ōkārito and Whataroa in the north through Franz Josef Glacier and on to Fox Glacier in the south. The region provides access to some of the most spectacular natural landscapes in New Zealand including its highest mountains, longest glaciers, tallest forests, wildest rivers, and most rugged coastlines."

<https://westcoast.co.nz/visit/about/west-coast-regions/glacier-country/>

## TRAVEL THE GREAT COAST ROAD

"As one of the Top 10 Coastal Drives in the world, according to Lonely Planet, the Great Coast Road takes you alongside the ancient limestone cliffs of Paparoa National Park.



Along the way, experience underground rafting at Charleston, caving at Fox River on your way to the famous Pancake Rocks and Blowholes at Punakaiki. Slow down and enjoy your journey through Charleston, Fox River, Punakaiki, Barrytown, Rapahoe and Runanga, through to Greymouth."

<https://westcoast.co.nz/visit/about/west-coast-regions/punakaiki/>





## The Hokitika Gorge

"The Hokitika Gorge is one detour you won't regret taking. You'll be teased with glimpses of the otherworldly colour of the water through the trees as you make your way along the track.

This is an easy walk through lush native bush to a rocky gorge with calm turquoise blue water caused by hard work high in the mountains where rocks are ground into a fine powder by the movement of glaciers.

Hokitika Gorge is a short walk from the car park through a mainly rimu and podocarp forest to a viewing platform where the water has to be seen to be believed.

An awesome viewing platform is just 4 minutes from the car park and this part of the track is accessible for wheelchairs.

Carry on further to an impressive swing bridge and the granite rocks of the gorge's walls.

For good views further up the gorge, cross the swing bridge and when you come to the end, turn left (straight ahead leads to private farmland).

The track continues for another 200m through the bush to another viewing platform with looking out to the gorge upstream of the bridge."

<https://westcoast.co.nz/visit/plan-your-trip/hokitika-gorge/>

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## RV Bike Rack Options



A large proportion of our customers take bikes with them on their adventures and require either a bike rack to be fitted to their motorhome/caravan or an easy solution to store the bikes in the motorhome boot. The topic is usually first discussed during the sales process, and we always do our best to provide the most suitable option for the customer's needs. Options available have also changed throughout the years and I am happy to share my thoughts in the article below.

Enjoy the read and please feel free to ask if you have any questions!!!

# THULE®

SWEDEN

There are many different bike rack brands such as Thule and Fiamma and the specific brand used varies between dealers and type of vehicle. We predominantly use Thule bike racks due to the quality and suitability of the product.

*Note: Bike racks can not be fitted safely to all vehicles. For example vehicles with a rear bathroom or lounge, caravans and campervans always should be assessed for suitability first.*



## What bike rack is suitable for my vehicle?

If you are looking for a bike rack to be fitted on your caravan or motorhome your options can be limited by the design and built of it.

### **Caravans:**

Some caravans have extended drawbars and therefore can be fitted with a front mounted bike rack on top of the drawbar. However most caravans have a reasonably short drawbar, and this option is not suitable.

Your next option would be to fit a "standard" bike rack mounted to the back wall of the caravan. Please note that the caravans back wall will need to be assessed to determine that mounting a bike rack and carrying bikes will not damage the vehicle.

If your caravan is suitable, you will have the option of fitting a manual or electric wind-down bike rack. The wind down option allows part of the bike rack to be lowered closer to the ground and enables the user to fit bikes easily without lifting them to a high point. E-bike users often consider the option due to the weight of the bikes and to future proof the system.

If the back wall of your caravan does not allow a bike rack to be fitted, you will need to investigate options for your towing vehicle.

### **Motorhomes:**

Assuming the back wall of your motorhome is strong enough to fit any "standard" bike rack your options are as above however we strongly recommend the wind-down option if you carry e-bikes. It avoids lifting heavy bikes to a high point and prevents potential injury as well as future proofing the system.

If you are either unable to fit a "standard" bike rack to your vehicle or are simply uncomfortable to carry expensive bikes on a rack Thule has recently released a safer option. The Thule Velo Slide bike rack is specifically designed for motorhomes with a large boot and can be a great option. Gary fitted this option to his personal motorhome pictures in the middle above and strongly recommends it.

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## NZMCA Motorhome, Caravan and Leisure Show in Christchurch

**\$16**  
Single-Entry  
**\$25**  
Multi-Entry

**YOUR FAVOURITE SOUTH ISLAND SHOW IS BACK!**

New Zealand Motor Caravan Association  
**MOTORHOME  
CARAVAN & LEISURE  
SHOW**

Saturday 20th & Sunday 21st May, 2023  
**CHRISTCHURCH ARENA**

TrailLite Group  
SELWYN FROM THE LAND  
ADJUSTA MATTRESS  
OFF THE BEATEN TRACK

We are looking forward to the Christchurch Motorhome, Caravan and Leisure Show on the 20th and 21st May 2023 and cannot wait to showcase our Pilote, Le Voyageur and Bailey RVs. Click on the link below, check out all the information and make sure you come and see us at stand 30.

<https://nzmotorhomeshow.co.nz/christchurch/>

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## Staff Trip 1: The Smith Family Easter Adventure



The Smith family made the most of the long Easter weekend, packed up the family and ventured to Tahuna Beach. Nelson is only a short drive from Blenheim and Tahuna has plenty of activities on offer for the young ones.



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**Customer Story: "The Boss and Dodgie"**



Ally and Andrew recently featured in a lifestyle story of the NZMCD magazine, and we have been looking forward to the article for weeks. They have been Deluxe customers for a long time, and we are always happy to receive positive feedback as well as appreciating their never-ending support.

**They also celebrated their 51st wedding anniversary last week and the team at Deluxe would like to congratulate them and cheer them on for many more.**

"Ally and Andrew Dodge say they know a good thing when they see it – that's why they've just ordered their seventh motorhome from Deluxe RV Group. Penny Lewis went to find out more.

Seasoned campers Ally and Andrew Dodge have just put in an order for their seventh motorhome. The Dodges, who live in Murchison in the Tasman District, purchased their first RV in early 2012 – and it wasn't for reasons you might expect. They had farmed for many years and run several businesses, including a Monday-to-Friday firewood operation, but on one chilly Christmas Day, they had a customer turn up to buy wood. It was the push they needed."

Please click on the link below, read the full article and say hi to Andrew and Ally when you bump into them on the road.

<https://nzgcd.co.nz/stories/lifestyle/the-boss-and-dodge/>



If you have an interest in anything contained within our Newsletter then please don't hesitate to contact us, we would love to hear from you.

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